

The Knowledge Bank at The Ohio State University
Ohio State Engineer

Title: Back Matter

Issue Date: Jan-1927

Publisher: Ohio State University, College of Engineering

Citation: Ohio State Engineer, vol. 10, no. 2 (January, 1927), 40.

URI: <http://hdl.handle.net/1811/33866>

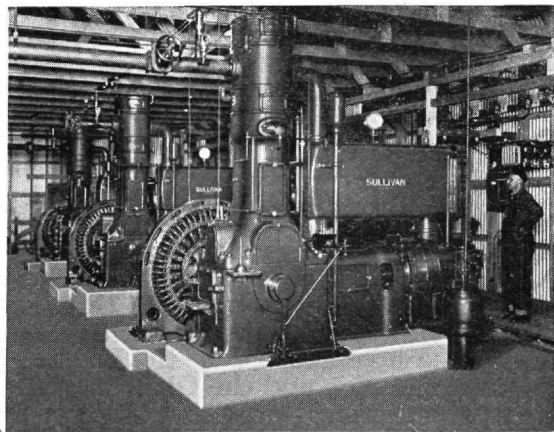
Appears in Collections: [Ohio State Engineer: Volume 10, no. 2 \(January, 1927\)](#)



Hundreds of Sullivan "Stoping" Drills Win Copper Ore at Butte



A Portable Air Compressor and Hammer Drill Excavating a Rock Trench



Sullivan "Angle-Compound" Air Compressors Helping to Build the 8-mile Tunnel of the Great Northern in the Cascade Mountains

At Grips with Nature

THERE is an appeal about the work of the miner, the quarry man, the civil engineer, which comes from its reality—its genuineness. It's the appeal of the frontier, the appeal of the struggle with nature to wrest from her the raw materials of modern civilization, to pierce mountain ranges, control rivers, and carve highways.

He who brings labor and time and cost saving devices to aid in the development of natural resources or in making the way smooth for commerce and travel, renders a service as genuine and as valuable as that of the actual driver of the tunnel or builder of the dam.

Wherever minerals are sought, the Diamond Core Drill, a Sullivan product, is known and relied upon. Sullivan Air Compressors and Sullivan Rock Drills, Coal Cutters and Hoists, with nearly 60 years of manufacturing experience behind them, are standards of labor saving efficiency the world over.

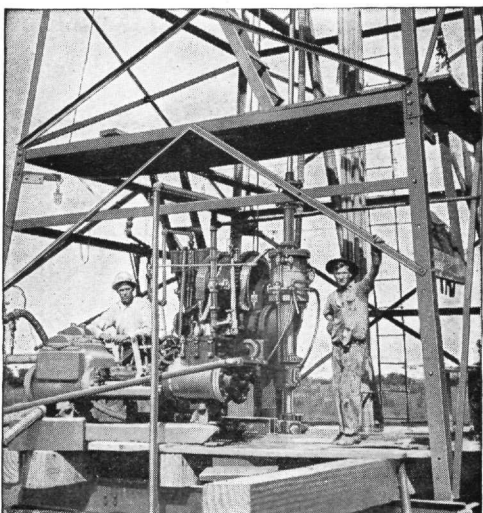
The Sullivan Machinery Company, incorporated in 1869, is managed and staffed by engineering graduates. Sullivan engineers are leaders in the service of industry.

Catalogues concerning Sullivan products will be sent at your request.

A booklet "Engineering Opportunities with the Sullivan Machinery Company" is yours if you want it



"Ironclad" Electric Coal Cutters Mine Millions of Tons Every Year



Boring More Than 2100 Feet Deep for Oil, with a Sullivan Diamond Core Drill

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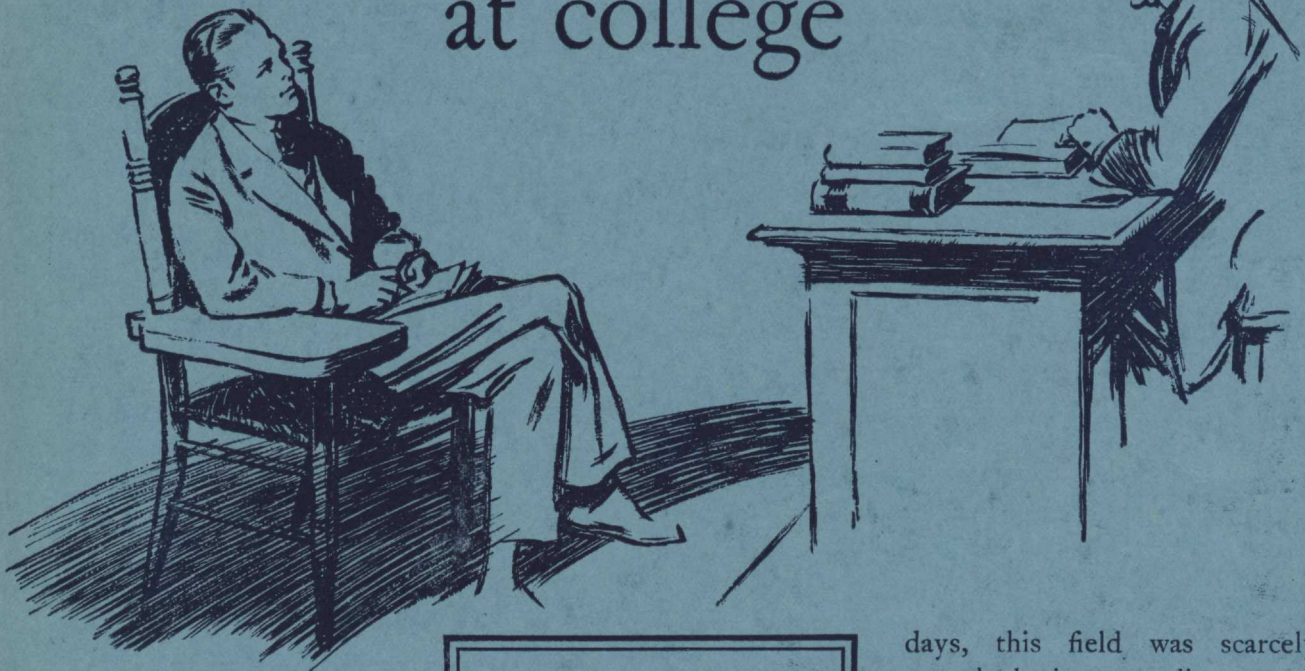
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What he didn't learn at college



LAWRENCE DAY
HOWELL

In his class work, Lawrence Day Howell, Princeton, Litt. B. '13, E. E. '19, never heard of marine applications for electrical equipment. In fact, they were practically unknown. Yet he now is in charge of the Marine Section, Transportation Division, of the Westinghouse Sales Department, located at New York.

When Howell came from college to the Westinghouse Graduate Students' Course, he had twelve months of thoroughgoing work in the shops at East Pittsburgh. Then he decided he wanted to enter the field which seemed most undeveloped

“What’s the future with a large organization?” That is what college men want to know, first of all. The question is best answered by the accomplishments of others with similar training and like opportunities. This is one of a series of advertisements portraying the progress at Westinghouse of college graduates, off the campus some five—eight—ten years.

and perhaps most promising of broad expansion. This was marine engineering.

Not five per cent of the present opportunities on the water have been opened for electrification. Yet there is more horsepower, in prime movers, on the ocean than there is on the land.

In Howell's undergraduate

days, this field was scarcely scratched—just as radio was not known to many young engineers when they were in college. A college man's opportunities are not limited to the electrical developments now in existence.

In marine applications an order may assume large proportions. A single installation, negotiated by Howell recently, of the newly-developed Diesel-electric drive for a yacht, totaled \$175,000. Such sales are not made overnight. They result from understanding fully a customer's needs.

To men with the knack of taking the other fellow's point of view, a career as Sales Engineer at Westinghouse brings returns in personal satisfaction as well as in worldly reward.

Westinghouse





832 miles for \$11.90

On its initial trip from Schenectady to Chicago this Oil-Electric Locomotive, running light, traveled at a cost for fuel of less than 1½ cents a mile—832 miles for \$11.90.



Five big railroads are already using this new type of locomotive. Developed jointly by the American Locomotive Company, the Ingersoll-Rand Company, and the General Electric Company, it is a significant example of what co-ordinated effort can produce.

A series of G-E advertisements showing what electricity is doing in many fields will be sent on request. Ask for booklet GEK-18.

One operating official estimates that this locomotive will save the Chicago & Northwestern Railway more than \$10,000 a year. Every year electricity finds new ways to help the industries and homes of the nation.

The college graduate is the leader in these discoveries, whether it be in science or in applying known equipment to new uses. Think of electricity as a tool to help you along the paths of progress, no matter what your life's work may be.

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GENERAL ELECTRIC

GENERAL ELECTRIC COMPANY, SCHENECTADY, NEW YORK